

# 8(a) NEWS

Supplement to the Portland District News



## - THE WEB SITE FOR BUYERS & SELLERS:

The PRO-Net is an SBA database of small businesses. Each business is responsible for the accuracy and currency of the information. This database is accessible and searchable by anyone having access to the Internet. The address is <http://pro-net.sba.gov>. This is where the SBA refers state, local & other federal agencies, prime contractors, and others looking for specific types of small businesses to perform work. One of the features of the PRO-Net system is it allows procuring officials to send quotes via email to firms listed in PRO-Net.

Small Businesses must remember to update their PRO-Net data, at least once a year, to reflect changes in their business (i.e. bonding capacity, references, SIC code additions, email addresses, etc). Remember to provide as much information as possible. It could mean the difference between receiving or not receiving a contract.

Businesses profiled on the PRO-Net system can be searched by SIC, NAICS and DUNS codes; key words, location; quality certifications; business type; and ownership race or gender.

## Changes to Size Standards

### Adopted Changes:

SBA has adopted a new size standard for firms engaged in architectural, engineering, surveying, and mapping services. Business in these industries looking to qualify as small will have to show their average annual receipts are \$4 million or less.

### Proposed Changes:

SBA proposes a size standard of \$10 million in average annual receipts for Help Supply Services, SIC 7363. The current size standard for this industry is \$5 million. This proposed change is a result of requests from the public expressing concern that the size standard has not kept pace with the rapid growth in the industry, due in part to the trends of outsourcing and downsizing. The proposed changes are outlined in the October 15, 1999 Federal Register (Volume 64, Number 199). Comments of interested parties are due on or before December 14, 1999.

SBA plans to adopt, within the next year, a new, more precise industrial classification system that will serve as the basis for the agency's widely used small business size standard. The new system, known as the North American Industry Classification System (NAICS) reflects recent business development trends by listing a greater number of advanced technology and service industries than the current system which has been in use since the 1930's. An outline of the new NAICS system is a proposed rule in the October 22<sup>nd</sup> issue of the Federal Register, which can be obtained through the Internet at <http://www.sba.gov/size/section>. The proposed

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rule seeks adoption of the NAICS-based size standards on October 1, 2000. Interested parties may file comments until December 21, 1999 on this subject.



by

December 1999
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## CONTRACT BUNDLING

Contract bundling continues to be a "topic of interest" for many procurement officials and has become one of the greatest concerns of small businesses in the government-contracting arena.

The practice of contract bundling occurs when procurement officials combine two or more contracts, often prohibiting small firms from competing. An interim rule, published in the Federal Register, establishes the definition of what constitutes the practice of contract bundling. The rule also establishes the parameters for bundling and requires agencies to show that it is necessary and justified. The rule will be effective following a 60-day comment period. Please send written comments to:

Linda G. Williams

Acting Deputy Associate Administrator  
Gov't Contracting & Minority Enterprise Dev.  
U. S. Small Business Administration  
409 Third Street, S.W.

Washington, D.C. 20416

or you may email her at [linda.williams@sba.gov](mailto:linda.williams@sba.gov).

## 8(a) PORTFOLIO CHANGES

Since publication of the April, 1999 *8(a) NEWS*, there have been a number of changes to the Portland District Office 8(a) portfolio:

Welcome Aboard

**HAL Enterprises, Inc.**  
North Bend, Oregon

Wanda Williford, President

Management consulting firm specializing in environmental program management, full-service engineering, cultural resource preservation, training services, information technology and energy/fuel sales & distribution.

**M & M Grading Contractors, Inc.**  
Rogue River, Oregon

John Merrill, President

Heavy construction, road grading

**Thermal Mechanical, Inc.**  
Portland, Oregon

John Witty, President

General mechanical contractor, plumbing, boiler, HVAC, general contractor industrial buildings, power generating equipment installation, hospital equipment and installation.

**The Rodriguez Corporation**  
Portland, Oregon

Fernando Rodriguez, President

Industrial, commercial and utility painting, sand-blasting, protective coatings, elastomeric membranes, anti-graffiti, dampproofing, waterproofing, restoration, protective and corrective products for concrete/masonry.

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## **Thomas/Wright, Inc.** Tigard, Oregon

Kathleen Thomas, President  
Civil engineering, mechanical engineering, and  
surveying, specializing in municipal and govern-  
mental services.

## **Paper Chase Recycling Services, Inc.** Portland, Oregon

W. Ronald Mazyck, President  
Recycling services.

## **Ramos Reforestation Inc** Longview, Washington

Jose E Contreras, President  
Reforestation Services including tree planting,  
hand-release, and thinning. Licensed in Oregon  
and Washington.

## **Cisneros Construction, Inc** Portland, Oregon

Juan Gabriel Cisneros, Sr.  
General Construction, Heavy and Building, spe-  
cializing in concrete tilt-up structures, structural  
steel frame structures, tenant improvements,  
multiple story wood framed structures, remodel-  
ing and seismic retrofits of existing buildings.



## 8(a) Graduates:

Mark Colton Backhoe & Concrete Service, Inc.

FEI America, Inc.

Webb & Associates

## THE AGENCY CORNER:

### Participant Agency Contacts:

We are in the process of updating our Agency Contact List. If you have had a change in staffing and/or telephone numbers please contact Sam Goldstein at (503) 326-5101.

### Participant Agency Guides — — Still Available:

We still have a supply of the Participant Agency Guide that was updated last year. This guide provides you with instructions on Offer/Acceptance on a Sole Source basis and Competitive 8(a). It also provides you with an understanding of contract preparation for 8(a) contracts under standard procedures and the simplified MOU procedures. If you do not have a copy and would like to receive one, please call our office at (503) 326-5105.

### We Need Your Help

Our file cabinets are overflowing! It is time to close out some contracts. This is where you come in. We have numerous contracts that are still shown as open. In order that we can close these files, we need information from YOU, the participating agency. When a contract is complete, please send us a copy of your final contract letter or any closing documents that will show the final contract completion date and amount. In the near future you will be receiving a letter from us requesting close-out information on the older files. We would certainly appreciate, on any recent close-outs, that you remember to keep us in the loop. We thank you for all your help.